

Instructions to request advisory fee deductions

Annuity

At any point after contract issue, as the advisor, you can submit a request to have investment advisory fees deducted from your clients' Midland National® contracts.

Advisors can deduct advisory fees from contracts that have a **“Client advisor authorization form”** on file with Midland National, and have the appropriate authorization box checked on the form. If the client has withdrawn the authorization, subsequent advisory fees must be collected outside of the Midland National contract.

Step one

Complete the **Advisory fee request form**, including appropriate contract and firm information. Choosing either the one-time or systematic fee withdrawal option and appropriate disbursement type.

Acknowledgements

- *I understand that the payment of fees from the Contract listed on page 1 constitutes a partial surrender under the terms of the Contract and will result in a reduction of the available penalty-free amount and reduction of values associated with any guaranteed lifetime withdrawal benefits or enhanced death benefits.
- *I understand that Midland National has been granted a Private Letter Tax Ruling (PLR) from the Internal Revenue Service that allows advisory fees on fixed index annuity, variable annuity and registered index-linked annuity non-qualified Contracts to not be considered distributions provided they do not exceed an amount equal to an annual rate of 1.5% of the Contract's cash value. Midland National limits the advisory fees allowed on annuities, and those limits could be lower than the PLR. Advisor fee withdrawals from non-qualified multi-year guaranteed annuity contracts are considered distributions and may be taxable to the contract owner. Please refer to the annuity contract for details.

Advisory fee request form

MIDLAND NATIONAL
P.O. Box 10385, Des Moines, IA 50306-0385

Please submit request via fax to 877-586-0249.

Use this form to request a fee withdrawal from your client's Midland National Annuity Contract to pay a registered investment advisory fee. Prior to any advisory fee withdrawal requests, Midland National must have a completed Client advisor authorization form providing authorization from your client to process advisory fees from their Annuity Contract. Any advisory fees withdrawn are not assessed by Midland National and are separate from and in addition to any of Midland National's Contract fees and expenses. Advisory fee withdrawals from the Annuity Contract reduce the Contract value by the withdrawn amount. Fee withdrawals will result in a reduction of the available penalty-free amount as well as values associated with any guaranteed lifetime withdrawal benefits or enhanced death benefits. Please refer to the Annuity Contract regarding overall impact of withdrawals on the Contract.

request for payment of advisory fees and will authorize Midland National to debit the account for the purpose of the systematic advisory fee withdrawal program in the amount of \$_____ (mm/dd/yyyy)

General information:

Owner's name (last, middle initial, first) _____ Annuity Contract number _____

RIA firm Central Registration Depository (CRD) number _____ Registered Investment Advisor's (RIA) firm name _____

Registered Investment Advisor's name _____ Registered Investment Advisor's phone number _____

One-time withdrawal for advisory fees (complete this section for a one-time advisory fee withdrawal)

Dollar amount \$ _____

Systematic fee withdrawals

Complete this section to setup a systematic advisory fee withdrawal. Selections you make below replace any previous systematic fee withdrawal instructions on file.

Withdrawal option:

Annual percent _____ % Dollar amount \$ _____
*Annual maximum varies by product. **The dollar amount indicated will be deducted each frequency.
See your Contract for details.

Start date and frequency:

Start date (mm/dd/yyyy) _____ Frequency Monthly Quarterly Semi-annual Annual

Payee instructions (advisory fee may only be paid to firm)

Electronic Funds Transfers (EFT) Check
If EFT instructions are not received in good order, Midland National will process the fee as a check to the firm (if all other instructions are in good order).

Payee's name (last, middle initial, first) _____ Payee's phone number _____

Payee's mailing address _____

Payee's City, State, ZIP _____

Financial institution name _____ Financial institution phone number _____

Financial institution routing number _____ Financial institution account number _____

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Step two

Submit the completed Advisory fee request form to Midland National by fax at 877-586-0249 or by **secure document upload (available within your MidlandNational.com account, under My Business)**.

If choosing the one-time fee option, a new Advisory fee request form must be completed for each subsequent request to deduct advisory fees from a Midland National contract.

Please allow two business days to process and deduct the fees.

Important reminders about advisory fees

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